

Likely (Operational)
Behavior

- **Behavioral ‘Preference’**
- **Behavioral Expectation**
- **Behavioral Choice (e.g., Enemy Course of Action, or ECOA; target selection; media exploitation...)**

Analytical Workflow:

General to Specific

(Knowledge to Assessments)

Values, Beliefs, Worldview (*cultural anthropology/social psychology*)
Operational Behavioral History (*organizational dynamics*)
Perceptions
Motivations (Needs and Objectives)
Current Capabilities
Situational Factors
Decision Process

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Outlining Courses of Action

- Processes vary some
- Tools are useful in this stage
- Organize information
- Hypothesis testing
- Communicate to the Planner/Operator
- Modeling....